

Key Information About Being an Herbalife Independent Distributor

How to join?

You join by buying an initial Distributorship kit, the Herbalife Distributor Pack (\$43.45). There is no other required purchase.

As a Distributor, you can:

- Buy Herbalife® products at a discount for your own or household use
- Sell Herbalife® products to customers to make a Retail Profit. An example is shown on the right:
- Recruit others who want to consume or sell Herbalife® products and earn commissions and bonuses from Herbalife based on their activity
- You **cannot** earn any money by only recruiting or only sponsoring someone



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| Suggested Retail price | \$51.90 |
| Distributor price <i>(with initial discount and before shipping and tax)</i> | - \$39.54 |
| Potential profit | \$12.36 |

Many Distributors in 2023 only benefited from the discount on Herbalife® products, either for their own use or to sell for a Retail Profit. As a result, the typical Distributor did not receive any commissions or bonuses from Herbalife on the sales of other Distributors.

How much can a Distributor earn in a typical month?

In 2023, there were 1,903,057 Distributors who had been Distributors for at least one full year. In a typical month, 401,947 Distributors received commissions or bonuses from Herbalife and Distributors typically earned in eight out of 12 months. Here is what those Distributors made in a typical month before expenses, including what they were paid by Herbalife and an estimate of Retail Profit modeled on actual sales data from the United States:

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|-------------------------------------------------------|
| 50% earned more than US\$138 in a month |
| Top 10% earned more than US\$1,272 in a month |
| Top 1%* earned more than US\$10,098 in a month |

There are no guarantees. Some Distributors will succeed, while some will not. As with all business, success requires hard work, skill and dedication.

*In 2023, the tenure of the Top 1% typically ranged from five to 10 years.

What if it doesn't work?

- You can cancel your Distributorship at any time. If you are in your first year, you can cancel and receive a full refund of your Herbalife Distributor Pack.
- If you cancel your Distributorship, you can return unopened products you purchased within the last year for a full refund. We even pay for shipping.
- Please contact 855-757-4747 for more information

<https://hrbl.me/Herbalife-STE-JMEN>